



Newfoundland



Prince Edward Island



Nova Scotia



New Brunswick



Quebec



Ontario

Investors

SYNDICATE LIMITED

1966 REPORT TO CERTIFICATE HOLDERS



Manitoba



Saskatchewan



Alberta



British Columbia



Yukon Territory



Northwest Territories

HIGHLIGHTS OF THE YEAR

Year Ended December 31, 1966

Number of Certificate Holders	152,434
Maturity value of Certifi- cates in force	\$735,922,293
New business issued	114,911,000
Total assets	240,207,495
Increase in Certificate reserves for the year	11,332,007
Additional Credits added to Certificates for the year	2,041,563
Disbursed to Certificate Holders during the year	35,795,000

Report to Certificate Holders

This report to Certificate Holders fulfils a very special and important service: it permits the Company to acquaint you with the growth and stability of Investors Syndicate Limited.

At any milestone in Canada's history, and certainly this Centennial Year is such a significant occasion, it is traditional to examine the past. We take pride in being able to report that since the last Report to Certificate Holders your Company has experienced most gratifying progress.

It is notable that more than 152,000 Certificate Holders have taken advantage of the financial planning services as represented in the variety of Investors certificates. They have thus availed themselves of the opportunity of undertaking a sound personal investing program which is coupled with the exciting economic growth of Canada.

We are always very conscious of our responsibilities to Certificate Holders. We have guaranteed to pay back to the investor the amount stipulated in the savings contract. Our financial ability to make good on our guarantees is best measured by the amount and the quality of our assets in relation to our certificate liabilities. Principal and interest are fully guaranteed, with assets maintained on deposit with a government-approved custodian, and invested in securities which qualify under The Canadian and British Insurance Companies Act.

The company and its representatives appreciate the opportunity of serving you and helping you achieve worthy financial goals. We wish to offer our very best wishes for your personal success.



PRESIDENT

A Year of Growth

The maturity value of Investment Certificates sold by Investors Syndicate Limited increased by \$26,000,000 during 1966 over the previous year, bringing the face amount total at year-end to nearly \$736,000,000.

These Certificates represent the savings and investment goals of 152,434 persons, an increase of more than 3,000 Certificate Holders over 1965.

The sale of Investment Certificates in 1966 totalled nearly \$115,000,000, an increase of \$5,000,000 over the previous year. This is a concrete illustration of the desire of Canadians to save money in a manner in which they can be assured of reasonable yield coupled with guaranteed return. The most dramatic increase was in Registered Retirement Savings Plans. The volume of sales was up 33%, from \$16,580,000 in 1965 to \$23,276,000 in 1966. The sale of Single Payment Certificates also experienced a significant increase.

Certificate reserves for the year were increased by \$11,332,007 in 1966 and at year-end fully qualified assets exceeded Certificate and other liabilities by \$13,700,000. At year-end assets totalled \$240,207,495.

Additional Credits added to Certificates for the year exceeded \$2,000,000 while disbursements to Certificate Holders in 1966 totalled \$35,795,000, compared with \$32,527,000 in the previous year.

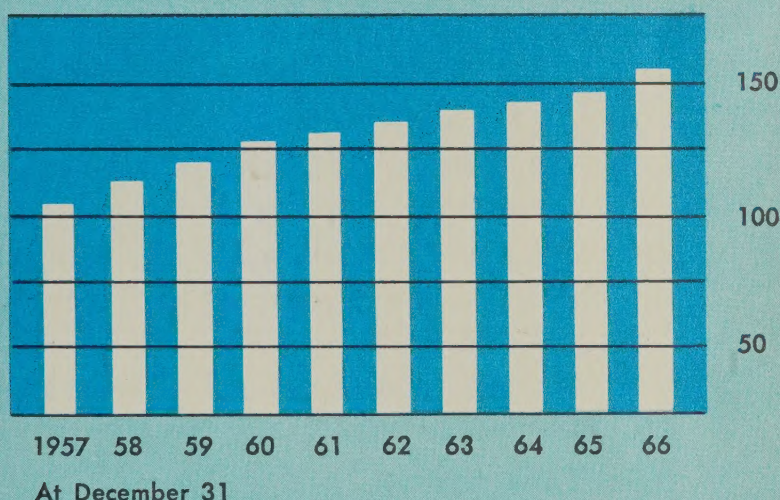
The Company's sales organization continued to expand during 1966 and now exceeds 830 representatives operating from 30 Region Offices in all principal Canadian cities.

PATTERN of GROWTH

The graphs on this page vividly illustrate the history of solid growth enjoyed by the Investment Certificate operations of Investors Syndicate Limited.

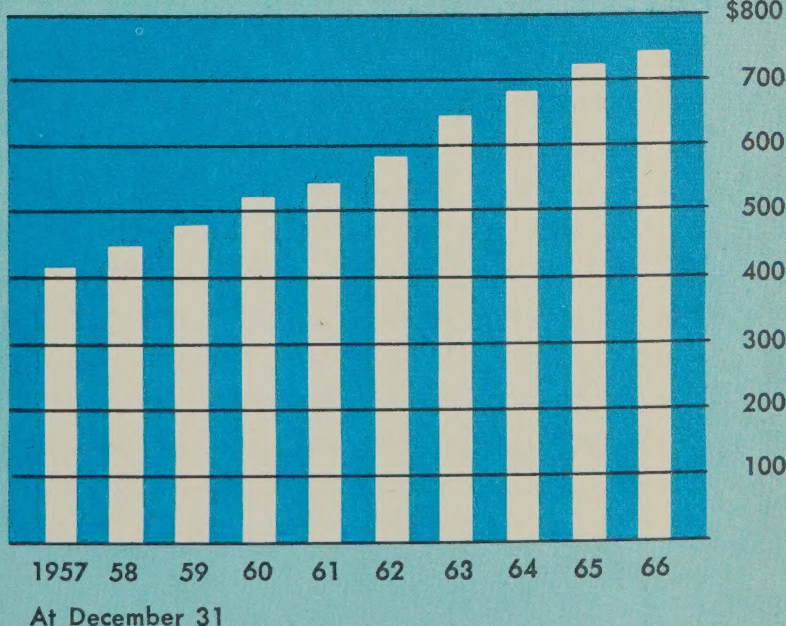
NUMBER OF CERTIFICATE HOLDERS

(In Terms of Thousands)



MATURITY VALUE OF BUSINESS IN FORCE

(In Terms of Millions of Dollars)



Path To Fin

The great majority of Investors certificate holders are accumulating a definite sum of money by monthly or other periodic instalment payments. The balance of the certificate holders, about 16,000 of them, are those who purchased a Certificate with a lump-sum investment.

This report is directed to the 136,000 Canadians who have decided that "on-again off-again" efforts at setting aside money over a period of years just doesn't produce the results which can be achieved by the systematic accumulation of money.

Your Investors Certificate investment is a "fixed dollar" program which you can make grow year after year. Accumulating fixed dollars (guaranteed dollars) gives you a definite goal and provides the firm foundation upon which to base your total financial program.

It takes a plan, however, to get ahead financially. We all want the finer things in life — such as higher education for the children, travel, future opportunities, business reserves or a reasonable retirement income. The problem we face in achieving these goals is how best to plan a sound savings program.

Budgeting a certain amount out of each month's income is a time-tested and positive approach to satisfy future financial needs. Most people receive their income in instalment amounts. As a result, the systematic accumulation of savings in instalment amounts provides a logical and practical basis for a personal financial program.

ial Success

An Investors certificate is not just another accumulation plan, however. It is a proven method that provides known results. It is designed as a program of accumulation spanning a definite period of time, and provides a tax shelter by postponing any tax liability to or beyond maturity of the certificate. It should be remembered that payments should be made when due, in order to maintain the anticipated maturity date and yield. Earnings on accumulations are compounded on all instalment certificates.

In addition to its primary purpose of accumulating money in a tax-deferred manner, the certificate provides cash reserve protection along the way to maturity. In the event of an emergency, or a business opportunity that can't wait, you can take advantage of your certificate's loan provision, which enables you to borrow from the certificate's cash value at a favourable interest rate without abandoning your long-range financial program.

There's no question about it . . . many people find it difficult to start a program of setting a certain amount of money aside every month, out of income. They find it uncomfortable to break a habit or pattern of living whereby what comes in is spent for immediate obligations and short-term goals.

But when a person realizes, as you have along with the other Investors certificate holders, that *a part of all he or she earns is put aside to build for future worthwhile goals*, the new habit or pattern becomes very rewarding.

Additional Credits

The Investment Certificates issued by Investors Syndicate Limited make provision for Additional Credits, the rates of which are determined by the Board of Directors each year. These Additional Credits, which are above and beyond the guaranteed return, are credited to Certificates on each anniversary date.

While not guaranteed, and dependent on the earnings of the Company, Additional Credits have been paid by Investors every year since its inception in 1940. An additional \$2,041,563 in excess of cash surrender values was credited to Certificate Holders in 1966.

Registered Retirement Plans

The Registered Retirement Savings Plans are enjoying dramatic success because of their substantial income tax benefits. More than 12,000 Canadians are now taking advantage of these plans, which provide for deferment of income tax under legislation passed by the Federal Government.

These plans are an ideal addition to the *Canada Pension Plan and employer pension plans, to ensure that Canadians can maintain a good standard of living in retirement years.

Up to 20% of earned income, with an annual maximum of \$2,500, may be exempt from tax when paid into a Registered Plan by persons who are not members of an employer-sponsored pension plan. A member of an employer-sponsored pension plan can deduct his contributions to both the pension plan and a Registered Retirement Savings Plan, to the extent that the combined contributions do not exceed either 20% of his earned income or \$1,500.

* In Quebec — The Quebec Pension Plan.

New Investors Services

Investors Syndicate Limited is constantly re-examining its savings and investment plans, to ensure that they conform to the shifting patterns of living and financial obligations encountered by Canadians in our dynamic society.

CENTENNIAL ANNUITY CERTIFICATE

A new certificate now being offered, which by its title is our salute to 1967, is the Investors Centennial Annuity Certificate. It is a Term Certain certificate, which means its annuity provisions are fully guaranteed as to both principal and interest for a stated predetermined period of time.

The certificate provides a sound rate of earnings commensurate with complete safety and it provides notable income tax benefits. There is no limit to the amount you may purchase and like the other Investors certificates is non-callable by the Company and may be redeemed if circumstances change and cash-in is necessary.

The Centennial Annuity Certificate provides a good variety of annuity payment options. All annuities are for a guaranteed number of years and do not cease upon death of the annuitant. Additional Credits are earned on the certificate both in the accumulation and the annuity pay-out periods.

INSURANCE COVERAGE

The Company is now providing expanded optional insurance coverage for its investment certificate holders. Two plans are available, Full Coverage Insurance which insures the difference between the amount paid in and the face value of the certificate and the new Extended Maturity Insurance, which insures the difference between the amount paid in and the extended maturity value. Accumulated additional credits are added to these benefits.

The Investors Group

The best measure of a company's financial strength and integrity is the public acceptance of its services. The Investors Group, of which Investors Syndicate Limited is a wholly owned subsidiary, has enjoyed impressive growth since its origin in 1940. By the end of 1966 the Company had more than 405,000 clients, a 7% increase over 1965.

At its inception the Company had total net assets of \$250,000. By the end of 1966 total assets under administration of The Investors Group exceeded \$1,260,000,000 and since the year-end have increased to over \$1,400,000,000.

Of the total assets at December 31, 1966, \$760 million represented assets of the Mutual Funds managed by the Company. Through its large-scale activities in the Canadian equity markets, Investors is playing an important part in fostering greater Canadian ownership of national enterprises and resources. Of almost equal importance is the Company's role in providing first mortgage loans to residential, commercial and industrial builders. The investment at the end of 1966 in high-quality mortgages totalled \$320 million.

At the end of 1966, the total assets under administration consisted of the following:

Common Stocks	\$ 671,000,000
Preferred Stocks	104,000,000
Bonds and Debentures ..	133,000,000
First Mortgage Loans ..	320,000,000
Cash and Other Assets	32,000,000
	<hr/>
	\$1,260,000,000
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Investors' Balanced Plans

A client of Investors enjoys some distinct advantages when it comes to planning a successful financial future. Balance is the thing to achieve.

After meeting current obligations, the client may want to put aside surplus dollars to provide *Guaranteed Dollar Income* for the future and *Growth Dollar Income*, to offset inflation.

Many Investors clients use the complete range of Investors' financial management and planning services to achieve these objectives.

First of all, *Guaranteed Dollar Income*. Investors Syndicate Limited's investment certificates give guaranteed return for long-range goals — such as retirement income, higher education for the children, a business reserve, and other worthwhile objectives. Registered Retirement Savings Plans and annuity certificates can perform similar functions, and at the same time provide substantial income tax benefits.

Growth Dollar Income can be achieved through the medium of Investors' Mutual Funds, which achieve safety through diversification of investments in high-quality common stocks and good return through impressive capital gains and dividends. The growth of investments in the resources and industries of Canada is the best hedge against inflation.

Investors Trust Company, a wholly owned subsidiary of The Investors Group, offers many valuable services that cover the entire Trust Field.

The Investors representative will review your financial position and chart your course in the great opportunities which lie ahead. If you feel it is an opportune time for a review and counselling on your financial ambitions, please send the enclosed pre-paid postcard.

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